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Columbia Economic Development Corporation

COLUMBIA ECONOMIC DEVELOPMENT CORPORATION NOTICE OF MEETING

Please take notice that there will be a meeting of the Columbia Economic Development Corporation Loan Committee held on February 19, 2019 at 1:00pm at 4303 Route 9, Hudson, NY 12534 for the purpose of discussing any matters that may be presented to the Committee for consideration.

Dated: February 12, 2019

Sarah Sterling

Secretary, Columbia Economic Development Corporation

CEDC Loan Committee

Chairman:

Members:

Rick Bianchi

John Lee

Bob Sherwood

Brian Stickles

1. Minutes, January 22, 2019*
2. Loan Request
 - a. Miracle Spring Farm*
3. Portfolio Review
 - a. Monthly Loan Report*
4. Loan Program Business Plan
5. Loan Software
6. Public Comment

Attachments:

Draft January 22, 2019 minutes

Loan Requests:

Miracle Springs Farm

Loan Report

* Requires Approval



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MINUTES
COLUMBIA ECONOMIC DEVELOPMENT CORPORATION
LOAN COMMITTEE
Tuesday, January 22, 2019
4303 Route 9
Hudson, New York

A regularly scheduled meeting of Columbia Economic Development Corporation’s (CEDC) Loan Committee was held at their offices located at 4303 Route 9, Hudson, NY 12534 on January 22, 2019. John Lee, Acting-Chairman, called the meeting to order at 1:03 pm.

Attendee Name	Title	Status	Arrived
Rick Bianchi	Committee Member	Excused	
John Lee	Committee Member	Present	
Bob Sherwood	Committee Member	Excused	
Tony Jones	Committee Member	Present	
Brian Stickles	Committee Member/Alternate	Present	
F. Michael Tucker	President/CEO	Present	
Andy Howard	CEDC Attorney	Present	
Martha Lane	Business Development Specialist	Present	
Erin McNary	Bookkeeper	Present	
Edward Stiffler	Economic Developer	Present	
Carol Wilber	Marketing Director	Excused	
Lisa Drahushuk	Administrative Supervisor	Present	
Kayla Duntz	CEDC Intern	Present	

Minutes:

Mr. Jones made a motion, seconded by Mr. Stickles to approve the minutes of the December 11, 2018 meeting. Carried.

Portfolio Review:

Ms. Lane stated Mr. Calcagno was behind in payments, but all others were paying as agreed. *Mr. Stickles made a motion, seconded by Mr. Jones to recommend the portfolio report to the full board. Carried.*

Loan Request:

Minna Goods LLC:

Mr. Stickles recused himself due to an ongoing banking relationship with the client. Ms. Lane stated the request was for \$45,000 in CEDC funds and \$25,000 in SBA funds to be used for paying down higher – interest debt and working capital. The interest rate was 5% on the CEDC loan and 7.25% on the SBA loan with a term of 72 months. She noted collateral would be a 2nd mortgage on the principals home as well as a second position on all business assets. *Mr. Jones made a motion, seconded by Mr. Lee to approve the funding as outlined by Ms. Lane. Carried.*



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Loan Program Business Plan:

Mr. Tucker stated work continued on the plan with Ms. Lane and Brian Zweig, stating a draft would be circulated. He stated a professional marketing person would be retained to produce a consistent theme with the brand and marketing.

Mr. Tucker stated he had contacted Greene County, who was currently de-federalizing their loan fund, to determine the potential of working with them. He stated he was investigating the expansion of the SBA territory, noting Mr. Zweig suggested expansion further than Greene County. Mr. Tucker informed the Board additional SBA funds could be available, noting SBA approval would be required. Mr. Jones asked if the additional marketing would lead to additional staffing. Mr. Tucker noted it would, noting the SBA considered the program to be currently understaffed.

Loan Software:

Mr. Tucker stated the software technician advised entering the loan history would be the most labor intensive part of the installation. Mr. Stickles suggested that the current loans be added to the program when they were reviewed annually, with the new loans added when they were closed.

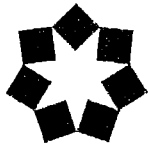
Mr. Tucker stated the risk analysis would be discussed at the next meeting.

Other Business:

Ms. Lane stated she had several loans in the pipeline for the February meeting.

The meeting adjourned at 1:41 p.m.

Respectfully submitted by Lisa Draushuk



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MEMORANDUM

TO: CEDC Loan Committee
FROM: Martha E. Lane, Business Development Specialist
RE: Loan Request
DATE: February 7, 2019

Applicant: Miracle Springs Farm LLC
709 County Rt. 11
Ancram, NY 12502

Amount: \$75,000 CEDC Loan

Project: Applicant has received a letter of interest from NYS Parks and Recreation to purchase the property at 736 County Route 11 to conserve the land. The loan will be repaid in full once the purchase is complete.

Purpose: Working capital

Interest Rate: 5.00%

Term: The loan shall have interest-only payments of \$312.50 for a period of 18 months, followed by 84 level monthly payments, fully-amortized, of \$1,060.04

Collateral: First mortgage on property

Jobs: Project is expected retain two FT jobs and 2 PT jobs

2/11/2019

CEDC LOAN STATUS REPORT

1/31/2019		Loan Type	Orig Loan Amount	Orig Loan date	Loan Bal	# of Years	Interest Rate	Monthly Payment	Day Due	Past Due if >30	Last PYMT	Change Date
SBA Micro Loan												
BASILICA INDUSTRIES	Hudson	MICRO	\$35,000	04/13/16	17,267.00	6	7.00%	\$693.04	13		12/20/18	04/13/21
ACW MILLWORK & CABINETRY	Claverack	MICRO	\$25,000	06/20/18	23,003.00	6	7.00%	\$426.23	20		12/17/18	06/20/24
ALLULA WOODWORKS	Claverack	MICRO	\$13,350	05/24/18	11,808.00	5	6.50%	\$261.21	24		12/21/18	05/24/23
BEHIDA DOLIC MILLINERY	Hudson	MICRO	\$15,000	04/23/18	13,048.00	5	6.50%	\$293.49	23		12/03/18	04/23/23
BROWN'S CAR SALES, LLC	Stockport	MICRO	\$12,500	09/08/17	9,581.00	5	7.00%	\$247.51	31		01/07/19	09/08/22
EAST CHATHAM FOOD CO	Canaan	MICRO	\$20,000	08/04/16	11,232.00	5	7.25%	\$398.39	4		12/03/18	08/04/21
EZ FOODS #3	Earlton-Greene	MICRO	\$9,000	08/31/16	2,928.00	3	7.25%	\$278.75	31		10/01/18	08/30/19
BLACK FOREST FLAMMKUCHEN	Kinderhook	MICRO	\$23,000	05/27/14	1,815.00	5	7.50%	\$460.87	27		12/31/18	05/27/19
GREEN BEAUTY	Hudson	MICRO	\$5,000	10/19/17	3,183.00	3	7.25%	\$154.96	19		01/22/19	10/19/21
G.G.&G. FLOWER COMPANY	Hudson	MICRO	\$15,000	10/10/18	14,368.00	5	7.00%	\$297.02	10		12/10/18	10/10/23
GERMANTOWN LAUNDROMAT	Germantown	MICRO	\$25,000	09/14/18	23,868.00	6	5.00%	\$402.68	14		12/13/18	09/14/24
FAHARI BAZAR	Chatham	MICRO	\$15,000	02/08/18	11,922.00	4	7.00%	\$359.26	8		12/06/18	02/08/22
HUDSON ATHENS RETAIL	Hudson	MICRO	\$25,000	09/13/17	20,193.00	13	6.00%	\$414.32	13		12/18/18	09/13/23
HUDSON CLOTHIER #2	Hudson	MICRO	\$25,000	05/18/18	22,678.00	6	6.50%	\$420.25	18		12/12/18	05/17/24
HUDSON CHATHAM WINERY	Ghent	MICRO	\$20,500	08/02/13	2,332.00	6	6.00%	\$339.74	2		12/31/18	08/02/19
J. SWARTZ ENGINE REPAIR #2	Ghent	MICRO	\$10,000	04/08/15	3,947.00	5	7.75%	\$201.57	8		12/20/18	04/08/20
JEM WOODWORKING #2	Ghent	MICRO	\$25,000	06/01/15	11,433.00	6	7.50%	\$432.25	1		12/06/18	06/01/21
KARYNQUILTS	CHATHAM	MICRO	\$12,000	11/27/18	11,344.00	48	7.00%	\$287.35	27		12/17/18	11/27/22
NICK JENNINGS	Kinderhook	MICRO	\$5,000	04/13/17	3,444.00	5	7.00%	\$99.01	13		12/28/18	04/13/22
OAK PIZZERIA NAPOLETANA	Hudson	MICRO	\$25,000	05/11/16	12,372.00	5	7.25%	\$497.98	11		11/01/18	05/11/21
OLDE HUDSON,ELC	Hudson	MICRO	\$35,000	12/02/15	19,035.00	6	7.75%	\$609.40	2		12/13/18	12/02/21
PARR INABAR CORPORATION	Hudson	MICRO	\$15,000	04/23/13	720.00	6	7.00%	\$255.74	23		12/19/18	04/23/19
PRIMITIVE TWIG #2	Catskill-Greene	MICRO	\$9,277	02/08/18	6,494.00	3	7.00%	\$286.47	8		02/08/21	02/08/21
TALBOTT, ARDING & CO.	Hudson	MICRO	\$25,000	03/31/16	14,531.00	6	7.25%	\$428.84	30		12/03/18	03/30/22
RCKHOUNDZZ	Germantown	MICRO	\$2,000	09/28/17	1,157.00	3	7.00%	\$61.75	28		12/28/18	09/28/20
RONNYBROOK	Ancram	MICRO	\$25,000	02/06/14	5,380.00	6	7.50%	\$432.25	6		12/10/18	02/06/20
SERENITY WELLNESS	Elizaville	MICRO	\$4,500	12/13/18	4,500.00	3	7.00%	\$138.95	13		01/00/00	12/13/21
SUH6 ENTERPRISES, LLC	Copake	MICRO	\$25,000	10/13/17	20,618.00	6	7.00%	\$426.23	6		12/14/18	10/13/23
STATE 11 DISTILLERY	Claverack	MICRO	\$25,000	02/24/17	17,838.00	6	7.25%	\$429.23	6		11/30/18	02/24/23
2 DUKES & A PRINCESS	Chatham	MICRO	\$25,000	03/28/18	22,121.00	6	7.00%	\$426.23	28		12/31/18	03/28/24
WANDERING FOOL	Livingston	MICRO	\$25,000	06/28/18	23,002.00	7	7.00%	\$426.23	28		12/13/18	06/28/24
VERDIGRIS TEA	Catskill-Greene	MICRO	\$30,000	09/09/15	15,057.00	6	7.75%	\$522.34	9		12/10/18	09/09/21
			\$ 606,127.00		\$ 382,219.00			\$ 11,409.54				
Current Total			\$1,579,141.44		\$1,015,281.00			\$23,794.78				

CEDC LOAN STATUS REPORT

RECIPIENT	Town	LOAN TYPE	ORIG. LOAN AMOUNT	ORIGIN. Loan Date	Loan Bal	# of YEARS	INTEREST RATE	MONTHLY PAYMENT	DAY DUE	PAST DUE IF > 30	Last PYMT	CHANGE DATE
LOAN FUND 1/31/19												
BROWN'S CAR SALES, LLC	Stockport	CDBG	\$12,500	09/08/17	9,522.00	5	6.00%	\$241.66	31		01/07/19	09/08/22
ACW MILLWORK & CABINETRY	Claverack	CDBG	\$50,000	06/20/18	46,468.00	7	5.00%	\$706.70	20		12/17/18	06/20/24
ALULA WOODWORKS	Claverack	CDBG	\$13,360	05/24/18	11,808.00	5	6.50%	\$261.21	24		12/21/18	05/24/23
BRIGID DORSEY, LES COLLINES	Hillsdale	CDBG	\$14,222	03/21/18	12,351.00	5	6.00%	\$274.96	21		12/10/18	03/21/23
EAST CHATHAM FOODS	Canaan	CDBG	\$15,000	08/04/16	8,424.00	5	7.25%	\$298.79	4		12/03/18	08/04/21
GERMANTOWN LAUNDROMAT,LLC	Germantown	CDBG	\$25,000	09/14/18	23,798.00	6	5.00%	\$402.68	14		12/13/18	09/14/24
G.G.& G FLOWER COMPANY	Hudson	CDBG	\$15,000	10/10/18	14,336.00	5	5.00%	\$283.07	10		12/10/18	10/10/23
HUDSON CHATHAM WINERY LF	Ghent	CDBG	\$32,045	08/02/13	3,375.00	6	3.00%	\$486.88	2		12/31/18	08/02/19
HUDSON ATHENS RETAIL	Hudson	CDBG	\$25,000	09/13/17	20,073.00	6	5.00%	\$402.62	13		12/18/18	09/13/23
HUDSON CRUISES, INC.	Hudson	CDBG	\$50,000	06/15/14	43,665.00	10	7.00%	\$387.65	15		12/12/18	06/15/24
J.E.M. WOODWORKING #2	Ghent	CDBG	\$32,067	06/01/15	13,970.00	6	6.50%	\$539.04	1		12/06/18	06/01/21
LINDA MARRISH (THE POND)	Ancram	CDBG	\$100,000	10/13/17	96,204.00	10	5.00%	\$750.00	13		12/28/18	10/13/27
MARIOS HOME CENTER	Kinderhook	CDBG	\$100,000	10/01/09	8,305.00	10	2.25%	\$931.37	1		11/28/18	10/01/19
OLDE HUDSON	Hudson	CDBG	\$40,000	12/02/15	21,755.00	6	7.75%	\$696.46	2		12/13/18	10/01/19
NICK JENNINGS	Kinderhook	CDBG	\$10,000	04/13/17	6,821.00	5	6.00%	\$193.33	13		12/28/18	03/15/23
OLD KLAVERACK BREWERY	Claverack	CDBG	\$15,132	09/15/18	13,929.00	15	7.25%	\$324.20	1		03/15/23	07/01/22
PAUL CALCAGNO	Kinderhook	CDBG	\$60,000	12/15/14	11,934.00	2	7.00%	\$1,232.02	15	\$2,464.00	01/31/19	09/25/19
PARR INABAR CORP.	Hudson	CDBG	\$35,000	04/23/13	1,719.00	6	7.00%	\$596.72	23		12/19/18	04/23/19
RONNYBROOK	Ancram	CDBG	\$25,000	02/06/14	5,381.00	7	7.50%	\$432.25	6		12/10/18	03/06/20
SUH6 ENTERPRISES, LLC	Copake	CDBG	\$25,000	10/13/17	20,390.00	6	5.00%	\$402.62	13		12/14/18	10/13/23
STATE 11 DISTILLERY	Claverack	CDBG	\$25,000	02/24/17	17,523.00	6	5.25%	\$405.53	24		11/30/18	02/24/23
PHOENIX SERVICES	Greenport	CDBG	\$128,698	05/01/15	102,468.00	15	5.00%	\$1,017.74	1		12/06/18	05/01/30
2 DUKES & A PRINCESS	Chatham	CDBG	\$25,000	03/28/18	21,958.00	6	5.00%	\$402.62	28		12/31/18	03/28/24
WANDERING FOOL	Livingston	CDBG	\$25,000	06/28/18	22,885.00	6	5.00%	\$402.62	28		12/13/18	06/28/24
41 CROSS STREET HOSPITALITY	Hudson	CDBG	\$75,000	12/13/17	75,000.00	13	5.00%	\$312.50	13		11/13/18	06/13/26
TOTAL			\$973,014.44		\$633,062.00			\$12,385.24		\$2,464.00		
ANGELLO'S DISTRIBUTING	Clermont	SC	\$100,000	01/01/06	27,052.00	15	6.00%	\$843.86	1		12/26/18	01/01/21
HUDSON VALLEY CREAMERY 184	Livingston	SC	\$184,000	05/01/12	6,373.00	7	5.00%	\$2,600.64	1		11/19/18	05/01/19
			\$284,000		\$33,425.00			\$3,444.50				
GRANTS												
Flanders		LF	200,000.00	07/11/11	\$ 200,000.00							